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**Illinois**

**MINORITY**



FOR  
ENTREPRENEURIAL  
TRAINING

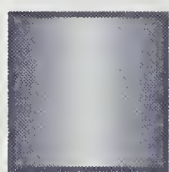
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## Mentor Program

Illinois Small Business  
Development Center Network  
Illinois Department of  
Commerce and Community Affairs



## The Minority Business Community

is a vital segment of the Illinois economy. Today, minorities own approximately 15 percent of all Illinois small businesses. By the year 2010, minority entrepreneurs are expected to own 20 percent, or more than 50,000 small business concerns.



## In Response

to the growing need to provide a sustainable network of resources to assist Illinois minority business owners, the Illinois Minority Network for Entrepreneurial Training (IMNET) program was introduced through the efforts of the Illinois Small Business Development Center Network. Adopted from the successful Illinois Women's Network for Entrepreneurial Training (IWNET), IMNET Mentor Program is designed to assist minority entrepreneurs by providing linkages with successful small business owners. The mentor-protege relationship becomes a valuable tool in the growth of your business.



## IMNET Helps

established minority business owners build on the legacy of successful enterprises. Shared ideas and experiences are vital to the competitive environment today. Growth and expansion are complicated processes which benefit as

skills and successes are passed on between generations and emerging growth-oriented companies.



## How Can IMNET Help Grow My Business?

All businesses operate in an external environment of “opportunities” and “threats.” Your business has certain strengths which are the unique and internal factors of your company. Learn from your professional mentor how they have successfully met those challenges.

- Improve domestic and international markets through better use of public and private resources.
- Improve internal operations and efficiency.
- Make decisions regarding development of management systems and teams to more effectively handle quality production and cash management.
- Develop innovative and consistent techniques for securing financing, managing cash flow and holding down debt.
- Consider the development and experiences of successful joint ventures and targeted strategic marketing which can improve quality, size of contracts and bid awards.



## Can I Be A Mentor?

Yes, if you are a business owner who...

- is a company founder or has been a CEO or CFO for at least three years
- has a successful business, demonstrated by steady growth
- can devote an average of four hours per month to your protege for at least one year
- can offer your protege valuable business information and advice in a supportive, one-to-one relationship



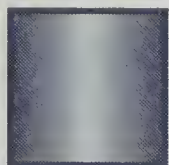
## Can I Be A Protege?

Yes, if you are a minority business owner who...

- has been in business for at least one year and is ready to grow
- demonstrates strong entrepreneurial skills and shows potential for continued success
- can spend an average of four hours per month with your mentor for at least one year, receiving guidance, training, and counseling
- shows a willingness to apply the advice you receive from your mentor



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## Why Should I Participate?

- I am interested in managing the growth of my business.
- I recognize that I do not have all the answers and need the help of others
- Two heads are better than one.



## Where Can I Find Out More?

Call 312/814-7179; TDD 312/419-0667; or contact your local Small Business Development Center by calling the Illinois Business Hotline at 800/252-2923 ext. 111, to identify the center in your area.

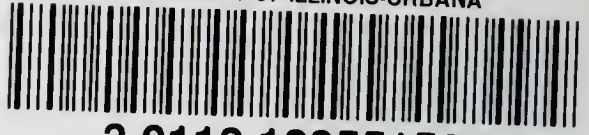


## Illinois Minority Network For Entrepreneurial Training

### Mentor Program

- Enhances resources, services and effectiveness of minority entrepreneurs.
- Provides opportunity to network with IMNET mentor/protege pairs across the state.
- Offers quarterly roundtables on specific topics related to your business growth and development.

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